

Inspiring Insurance & Financial Organizations to **STAND UP** to Any Challenge

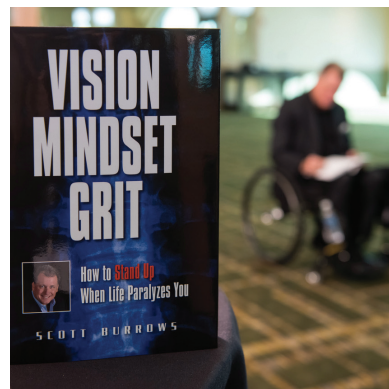


Conquer Adversity, Persevere, Navigate Change!

Are you searching for a **Motivational Speaker** who can **INFLUENCE** your Sales Team to be Resilient, Adaptable and Set Goals that Stretch the Mind?

SCOTT BURROWS

Scott was a star athlete and fierce competitor. By the age of 19, he played college football at Florida State University and was a top-ranked kick-boxing Black Belt Champion whose last fight was broadcast on **ESPN**. On November 3, 1984, however, Scott's life forever changed. He was involved in a horrendous automobile accident as a passenger in his friend's car. He broke Cervical 6 and 7 vertebrae in his neck and suffered a serious spinal cord injury that left him paralyzed from the chest down and diagnosed a quadriplegic. But Scott refused to be sidelined. After graduating from college, he became a top producer in the Insurance and Financial Industry and qualified for the **Million Dollar Round Table**. At that conference, in 1994, Scott was so inspired by the keynote speakers that he made a tough decision to leave an industry he had so much passion for to pursue a speaking career—a career that has taken him all over the world.



Challenging Sales Teams to Set Goals That Stretch the Mind



Get Ready to **EXPERIENCE** a Very **POWERFUL**, **EMOTIONAL** and **LIFE-CHANGING** Presentation!

VISION-MINDSET-GRIT

Success Strategies to Help You Stand Up to Any Challenge

The true measure of success is how well you respond to change, self-doubt, setbacks and fear. Whatever belief system you employ must be powerful enough to conquer these obstacles and any other impediments to your personal and professional growth, or you—and your organization—will be left behind.

As **Insurance and Financial** audiences worldwide have discovered, Scott Burrows' compelling story is the hero's journey, providing what will be an unforgettable and lasting memory

to inspire your audience to stand up to any challenge. Using his physical paralysis as a visual metaphor, Scott reveals how to drive results using the same mental focus that helped him reinvent his life after his catastrophic accident.

He will show you firsthand how to apply the same timeless principles of **VISION, MINDSET & GRIT** that have had a profound impact in his life. Three simple yet powerful words that, when put into action, can absolutely change the direction of both your personal and professional life, setting the stage for developing cutting-edge ideas and leadership strategies that will benefit your entire company.



PRESENTATION TAKEAWAYS

VISION

- ◆ Learn how to create a clear Vision that entices you to take action while maintaining your **Poise and Execution**
- ◆ Examine the benefits of **Dreaming in Full Color**
- ◆ Discover the impact of connecting your organization to a shared Vision and seeing complete success in your mind's eye first
- ◆ Find out how Visualization can give you that competitive edge

MINDSET

- ◆ Learn how **Breaking the Fall Line** can help you create an unstoppable Mindset
- ◆ Examine the Mindset of **Letting it Happen**
- ◆ Discover how to not let your **Mindset Become Your Biggest Handicap**

- ◆ Understand how forgiveness, a leadership trait, can restore hope and lead to greater productivity
- ◆ Find out how **Asking Better Questions** can help you find the silver lining within adversity

GRIT

- ◆ Learn how to persevere and **Stretch Yourself** beyond your paralyzed state
- ◆ Examine why your **Willingness to Fail** but Your **Unwillingness to Quit** is a leadership trait
- ◆ Discover adaptation strategies to help you **Stand Up to Any Challenge**
- ◆ Understand what it really means to **Go with What Scares You**
- ◆ Cultivate ways to unlock your Grit by finding that **Blessman** in your life

RAYMOND JAMES®

Hi Scott,

I hope you are having a great summer!

As Chairperson of the Securities and Financial Markets South/South Central District, I was responsible for finding speakers for our Annual Meeting. Our presenters have traditionally been industry insiders, but I wanted to try something different this time. I am very happy with the decision to hire Scott.

He took the time to understand our industry and the issues impacting our members, and incorporated that into his own powerful and personal story. Our members were truly blown away by his moving narrative of overcoming adversity with determination, grit, humor, and the support of loved ones. We were all uplifted and inspired.

Bonnie

Bonnie Bishop
Vice President--Deal Manager
Equity Syndicate
Raymond James & Associates, Inc.



U.S. Financial Services
ING Life Distribution

J. Craig Collins
Senior Vice President
Head of Independent General Agency Distribution

Mr. Scott Burrows
5105 Interbay Boulevard
Tampa, FL 33611

Dear Scott:

I'm not quite sure how to sufficiently express my sincere appreciation for the inspiring message you delivered to our top General Agents at our recent conference. To just simply say "THANK YOU" seems woefully inadequate! Your presentation was without a doubt the highlight of what by all accounts was a most successful meeting.

In over 31 years of hosting and attending similar meetings, I've had the honor of seeing numerous "motivational" speakers. I can honestly say your story and how you've handled the adversity that life dealt had a profound impact on our attendees and caused each of us to pause and reflect on we can apply your principals of Vision, Mindset and Grit in our individual lives.

I was very impressed by the thoroughness of your preparation. It provided an added dimension to your comments and sets you apart from many speakers. It was as though you had been working side-by-side with our General Agents as you clearly demonstrated an understanding of the issues and opportunities they face.

So, as inadequate as it seems, thank you for helping us make our conference a huge success! It is my hope that this small token of my appreciation will help you recall your time with us at our "Victory Starts Here" conference. I am looking forward to the opportunity to have you speak at another conference soon.

Sincerely,

J. Craig Collins
Senior Vice President
Head of Independent General Agency Distribution
ING Life Distribution

20 Washington Avenue South
Minneapolis, MN 55401
Tel.: 612.342.7012

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BRUCE W. BOYEY
CHAIRMAN, PRESIDENT AND
CHIEF EXECUTIVE OFFICER

Mr. Scott Burrows
5105 Interbay Boulevard
Tampa, FL 33611

Dear Scott:

I wanted to take this opportunity to personally thank you for your presentation, "Challenges with Vision, Mindset & Grit". Your message was absolutely superb and continued the momentum and focus that was created by our Advanced Marketing Seminar.

Scott, should you ever want to use us as a reference for your outstanding presentation, please feel free to do so. We hear a lot of motivational speakers but, I have to tell you, that you have taken it to a new level. Your personal experiences bring the vision, mindset and grit alive. You were such an inspiration to our group and your message is being continually reinforced based upon feedback that we have received from our field associates.

John Schmitt sends his personal regards. Scott, I do look forward to skiing with you one day in Colorado and I know that Alan Solomon is working on the plans for this already. In the interim, be well and, again, thank you for your outstanding presentation.

Yours truly,

Bruce W. Boyey

Bruce R. Abrams
President and Chief Executive Officer

VALIC

WESTERN NATIONAL

To Whom It May Concern:

We recently invited Scott Burrows to speak to our top financial advisors and were captivated by his inspirational message and engaging presentation skills. He speaks from personal experience about overcoming tremendous odds and achieving results that many thought impossible. Scott's message is one of hope and of setting personal goals that stretch the mind and allow one to live a life fully realized. He earned a rousing and heartfelt standing ovation from all in attendance.

This was the second educational conference in which we asked Scott to participate, and he exceeded expectations on both occasions. I would recommend him without reservation as one who will engage your audience and cause attendees to think critically about their own possibilities.

Sincerely,

Bruce Abrams

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VALIC Financial Advisors, Inc. and VALIC Retirement Services Company.
Western National represents Western National Life Insurance Company.

SCOTT'S COMMITMENT TO YOU

As top-rated Motivational Keynote Speaker Scott Burrows' clients will tell you, his presentations are customized exclusively for your organization. With a personal touch, he seamlessly weaves in your company's challenges, core values and objectives at hand—while lending his own personal story and anecdotes that will compliment your overall theme and messaging of any product you may have.

After you book Scott, his team will forward you a pre-event questionnaire and schedule a conference call with Scott so you can discuss your event in greater detail. Using that information, he will personalize his message, which will include a dynamic blend of content, humor and takeaway value.

As you explore his website, you will find content information, video footage and video testimonials so you'll be confident you're making the right investment by booking him for your next conference.

Scott arrives the day before your event to make himself available to engage with key people in your organization. He will then meet with your audiovisual team to assure a smooth transitioning of the event details. Finally, to complete this top-notch experience, Scott requires a wireless microphone, computer and video projector to play his opening and closing videos, as well as a wheelchair ramp to get onto the stage. Following his keynote, Scott requests a 6' skirted table for his book signing.

SCOTT'S INSURANCE & FINANCIAL CLIENTS

American Family Insurance, Amerprise Financial, American General Life, American International Assurance, Assurity Life, AXA, Berkshire Life, Cadaret Grant Financial, Canada Life, Capital Investments, Chase Education Finance, Cincinnati Insurance, CNL Securities, Country Financial, CNA National Warranty, Cumis Life Pinnacle, Edward Jones, Epic Advisors, Erie Insurance, Financial and Insurance Conference Planners, Financial Management Brokers, First Bank Financial Center, Fusion Securities, Broker Dealer, Great West Financial, Great West Life, Guardian Life, Highland Capital Brokerage, HM Insurance, ICICI Prudential - India, ING, Investacorp, Investment Professionals, JD Melberg Financial, John Hancock Financial Services, Liberty Mutual, Life Insurance Settlement Association, Lincoln Financial Group, LOMA, London Life, Mass Mutual, Met Life, Million Dollar Round Table - Thailand, Missouri Farm Bureau, Monumental Life, National Financial Network, National Financial Partners, Nationwide Insurance, PEMCO Mutual Insurance, Phoenix Companies, Principal Financial Group, Pro Equities, Professional Insurance Agents of Tennessee, Protective Securities, Prudential, Scott and Stringfellow Financial, Secura Consultants, Securities Industry & Financial Markets Association, Security Mutual Life, Senior Market Advisor Magazine, State Farm, Strategic Advisors, Strategic Partners, Strout-Risius-Ross, SSI Investment Management, Triad Advisors, Valic, Virginia Farm Bureau, Western National, Western and Southern Life, Wisconsin Fraternal Insurance Counselors



"You hit a hole-in-one with our sales conference in Vegas!"



"Scott did an amazing job at our conference in Costa Rica and truly impacted lives!"



"Your message of Vision, Mindset and Grit, is simple but so very powerful!"



Represented by K&M Productions
For bookings & info: 905.831.0404 | info@kmprod.com
<https://www.kmprod.com/speakers/scott-burrows>



SCOTT BURROWS
VISION ~ MINDSET ~ GRIT